TAB DOWN TO F	IELD AND PRESS ENTER	FOR ALLO	CATION IN	FO.	•	
A11 - BPEA1	N2 ALLOCATION	BY SALES	LEVEL		02/04/98	09:32 AM
					NEXT-E	n:
SALES LEVEL:	16 BUFFALO REGIO	SALEM	SALEM	SALEM	SALEM	
PROMOTION	: 800438	\$.30	100	LT	LT	
PERIOD ·	: 804-00	OFF	\$.30	\$.30	100	
			OFF	OFF	\$.30	
					OFF	
	ALLOCATION:	169	107	199	113	
SALES LEVEL	AVAILABLE :	169	107	199	113	



ADD A SALES LE	EVEL	
Enter-PF1PF2	PF3PF4PF5PF6PF7PF8PF9PF10PF1	lPF12
Quit	Retrn	Main

K31 - BPEK31S1 STUB ACCOUNT Terr Acct Name		18 OF 524 02/04/98 Chn Oppor Sugg Rev B	
162201 025463 HILLS #132	WATERTOW	Υ	
162201 028779 THE GUZZLE TOO	ALEXANDR		
162201 029806 WELLESLEY IS ST	ALEXANDR		
162201 030705 COOK'S GREENERY	BOMBAY		
162201 040838 STEWARTS 256	AU SABLE Y	Y	_
162201 062541 NICE N EASY #22	WATERTO	QUANTITY TOTALS	
162201 062739 FISH'S IGA	FORT CO		/
162201 066575 WAYSIDE GROCERY	CRANBER 701	REGION OPPORTUNITY:	6198
162201 066601 STEWARTS 252	TUPPER /		\
162201 066610 CORNER STORE	MASSENA/ TOT	REGION SUGGESTED:	6198 \
162201 067442 PECKHAM'S GROCE	VERMON7		
162201 076170 KINNEY DRUG #12	MALONE TO	REGION REVISED QTY:	6198
162201 085091 STEWARTS 242	SARANAC		/
162201 088363 AKWESAANE TOB S	ROOSEVE SCH	ROLL LIST REVISED QTY:	113
162201 089125 MAIN STREET MOB	CANTON		/ /
162201 089633 STEWARTS 227	LAKE PL	PF3 = ESCAPE	
162201 130238 GROGAN MINI MAR	BRAINAR		
162201 130277 AHNAWATE CORNER	ROOSEVEL Y		
Enter-PF1PF2PF3PF4P	PF5PF6PI	F7PF8PF9PF10	-PF11PF12
Quit Retrn QTY U	JPDT SRCH BI	KWD FRWD TOTL	Main

Salamet

K31 - BPEK31S1 ST Terr Acct N					04/98 - 09: Rev Extra	
162201 025463 HILLS	S #132 WATE	CRTOW -	Y			
162201 028779 THE G	GUZZLE TOO ALEX	ANDR				
162201 029806 WELLE	ESLEY IS ST ALEX	ANDR -				
162201 030705 COOK'	'S GREENERY BOME	BAY				
162201 040838 STEWA	ARTS 256 AU S	SABLE Y	Y			
162201 062541 NICE	N EASY #22 WATE	ERTO	QUANT	TTY TOTA	LS	
162201 062739 FISH'	'S IGA FORT	. co		[
162201 066575 WAYSI	DE GROCERY CRAN	BER TOT	REGION (PPORTUNI'	TY: 4575	
162201 066601 STEWA	ARTS 252 TUPE	PER				./
162201 066610 CORNE	ER STORE MASS	SENA TOT	REGION S	UGGESTED	: 4575	
162201 067442 PECKH	HAM'S GROCE VERM	MONT				/
162201 076170 KINNE	EY DRUG #12 MALC	ONE TOT	REGION F	REVISED Q	TY: 45 <u>75</u>	. 1
162201 085091 STEWA	ARTS 242 SARA	ANAC				,
162201 088363 AKWES	SAANE TOB S ROOS	SEVÉ SCR	OLL LIST	REVISED (OTY: 101	
162201 089125 MAIN					~	/ .
162201 089633 STEWA		E PL	PF3 = ESC	CAPE		
162201 130238 GROGA						
162201 130277 AHNAW						
Enter-PF1PF2PF			7PF8	PF9P	F10PF11	-PF12
	etrn QTY UPDT					Main

K31 - BPEK31S1 STUB ACCOUNT Terr Acct Name		18 OF 524 02/04/98 P Chn Oppor Sugg Rev Ex		
162201 025463 HILLS #132	WATERTOW	Y		
162201 028779 THE GUZZLE TOO	ALEXANDR			
162201 029806 WELLESLEY IS ST	ALEXANDR			
162201 030705 COOK'S GREENERY	BOMBAY		7	
162201 040838 STEWARTS 256	AU SABLE Y	Y		
162201 062541 NICE N EASY #22	WATERTO	QUANTITY TOTALS	_ \	
162201 062739 FISH'S IGA	FORT CO		\.	
162201 066575 WAYSIDE GROCERY	CRANBER TO	OT REGION OPPORTUNITY:	2991 \	
162201 066601 STEWARTS 252	TUPPER	-/	1	
162201 066610 CORNER STORE	MASSENA TO	OT REGION SUGGESTED:	2884	
162201 067442 PECKHAM'S GROCE	VERMONT			
162201 076170 KINNEY DRUG #12	MALONE TO	OT REGION REVISED OTY:	2884	
162201 085091 STEWARTS 242	SARANAC			
162201 088363 AKWESAANE TOB S	ROOSEVÉ SC	CROLL LIST REVISED OTY:	70 / .	
162201 089125 MAIN STREET MOB	CANTON		/ .	
162201 089633 STEWARTS 227	LAKE PL	PF3 = ESCAPE	/	
162201 130238 GROGAN MINI MAR	BRAINAR		. / .	
162201 130277 AHNAWATE CORNER	ROOSEVEL Y			
Enter-PF1PF2PF3PF4PF5PF6PF7PF8PF9PF10PF11PF12				
Quit Retrn QTY (Main	

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		S 18 OF 524 02/04/98 - 0 VAP Chn Oppor Sugg Rev Extra	
162201 025463 HILLS #132	WATERTOW	Y	
162201 028779 THE GUZZLE TOO	ALEXANDR		
162201 029806 WELLESLEY IS ST	ALEXANDR		
162201 030705 COOK'S GREENERY	BOMBAY		
162201 040838 STEWARTS 256	AU SABLE	Y Y	
162201 062541 NICE N EASY #22	WATERTO	QUANTITY TOTALS	\
162201 062739 FISH'S IGA		2	_
162201 066575 WAYSIDE GROCERY		TOT REGION OPPORTUNITY: 57	9
162201 066601 STEWARTS 252	TUPPER	1	
162201 066610 CORNER STORE	MASSENA	TOT REGION SUGGESTED: 57	9
162201 067442 PECKHAM'S GROCE	VERMONT		\
162201 076170 KINNEY DRUG #12	MALONE	TOT REGION REVISED QTY: 57	9
162201 085091 STEWARTS 242	SARANAC		1
162201 088363 AKWESAANE TOB S	ROOSEVÉ	SCROLL LIST REVISED QTY: 10	14
162201 089125 MAIN STREET MOB	CANTON		/ /
162201 089633 STEWARTS 227	LAKE PL	PF3 = ESCAPE	
162201 130238 GROGAN MINI MAR	BRAINAR		
162201 130277 AHNAWATE CORNER	ROOSEVEL	Y	
Enter-PF1PF2PF3PF4	PF5PF6	PF7PF8PF9P F1 0 PF1 1	PF12
Quit Retrn QTY I			Main